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THRU : ST/I/R, ATTN: [REDACTED]
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12 April 1957

Requirements on Costa Rica

Background

Bloc commercial activities in Costa Rica increased notably in 1956 however, actual trade remained insignificant. There have been no Bloc offers of economic assistance and/or technical assistance to Costa Rica. During the year there were frequent visits to Costa Rica by Czech commercial representatives and in August a Polish delegation visited Costa Rica for a few days. Both of these Bloc countries have attempted to interest Costa Rica in increased trade, but apparently have met with limited success. Our requirements on this country are focused on the methods employed by Bloc countries to stimulate trade. This type of information is not available from other sources.

Requirements

1. Is there evidence the Bloc countries have been "dumping" merchandise on the Costa Rican market, i.e., selling their products at below cost prices in order to force out competition?
2. Is there evidence of competition between Bloc countries in Costa Rica? Conversely is there evidence of coordination?
3. The Polish delegation which visited Costa Rica in August 1956 was reported to have met with little success. Why? Were the Polish goods offered geared to meet Costa Rica's import needs? What did Poland offer to purchase? What is the feeling of the Costa Rican businessman toward trade with the Bloc?
4. Have Bloc countries set up representations in Costa Rica, i.e., have they employed local firms to act as representatives of Bloc firms or have they been instrumental in establishing companies to represent them?

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